

**Front Stage, Backstage: The Dramatic Structure Of
Labor Negotiations (Organization Studies)**

By Raymond A. Friedman



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to Goffman, the self is a sense of who one is, a dramatic effect emerging from the immediate (if in front stage). Common backstage communications out of

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negotiated in areas such as work organization, labor relations and
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can help prevent a team from sabotaging its own efforts during
negotiations, The article, published in the of Front Stage, Backstage: The
Dramatic
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We can also practice and prepare for our return to the front stage. Impression Management. Goffman coined the term impression management to refer to our desire to
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